

FRANCISCO A. REGUEYRA

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SENIOR MANAGEMENT EXECUTIVE

P&L Management | Operations Leadership | Business Development | Project Management & Delivery

Operations leader with architectural and executive construction management experience. Develop and maintain long lasting relationships with past clients, the design partners, and organizations to leading to future business development opportunities. Skilled in motivating and collaborating with other team members to reach their maximum potential, business and financial objectives. Collaborative relationship builder. Fully fluent in Spanish.

SKILLS & CORE COMPETENCIES

Organizational Leadership • Strategic Planning • Vision Setting • Project Management • P&L Ownership • Construction • Design Planning • Government Relations • Vendor & Subcontractor Management • Engineering • Architectural Design • Bid Processes • Marketing • Compliance & Control • At-Risk Management • Proposals • Presentations • Blueprints • Schematics • Microsoft Word, Excel & PowerPoint • MS Project • Adobe InDesign

PROFESSIONAL EXPERIENCE & SELECTED ACCOMPLISHMENTS

ORIGINS CONSULTING LLC: Miami, FL

May 2017–Present

Founder / President

Executive leader with expertise in all facets of construction project management within high-profile corporations. In executive role of a construction consultation and implementation firm providing support services including owner's representation, scheduling, pre-construction and construction phase services, risk management and assessment. Assist design professionals by providing consulting during building design to identify deficiencies in contract documents.

As projects move into construction, provide schedule preparation & management, quality assurance and inspection to verify proper installation techniques, or as circumstances often dictate, he provides post-construction inspections to analyze existing building conditions and assess workmanship quality and general conformance to the contract documents and industry standards

LUNACON CONSTRUCTION GROUP: Palmetto Bay, FL

2013–2017

Director of Business Development / Preconstruction Manager

In executive role reporting to CEO, lead business development, marketing, estimating, and strategic partnerships for construction management and general contracting company. Build relationships with governments, chambers of commerce, and partner construction firms to identify and secure business opportunities. Manage development of marketing presentations and guide proposals through approval processes. Participate in strategic planning and oversee selected design-build projects and lead estimating team. Direct Marketing Manager.

- **Generated \$20M+ in new business in commercial, government, healthcare, and education sectors.** Developed community relationships and implemented marketing strategies securing projects.
- **Developed collaborations with major construction and architectural engineering firms to gain access to larger projects,** including partnering with Robins & Morton Group on \$130M build out for Jackson Health.
- **Secured Lunacon's largest project to date, a \$5M aquatic center project in Miami Springs.** Developed proposal, presented to city council, secured contract, hired architect, and project-managed construction.
- **Other key contracts secured include \$5M in construction at Miami Dade Schools, \$3M for campus wide work at Broward College, and multiple federal projects for the U.S. Army Corps of Engineers.**
- **Spearheaded corporate rebranding.** Collaborated with Marketing Manager to modernize and redesign corporate identity, company website, brochures, and other collateral.

MEGEN CONSTRUCTION COMPANY INC.: Cincinnati, OH

1998–2013

Vice President of Business Development / Project Executive (2007–2013)

Promoted into successive leadership roles of increasing responsibility with major regional construction firm. Served as project Executive Managing organizational budgets, and directing marketing and estimating staff in the creation of marketing strategies, proposals, and presentations. Managed relationships with architectural firms and other construction firms to influence and generate leads and open new business channels. Conducted project feasibility studies and selections. Managed company operations in absence of President.

- **More than doubled company revenues during challenging economy**, securing firm's first federal construction contracts worth \$100M+.
- **Developed relationship with Army Corps of Engineers leading to construction contracts on military facilities nationwide**, including \$40M project at Fort Lewis, WA and \$16M build-out at Fort Stewart, GA.
- **Secured contracts for and project managed development of educational facilities across Ohio**, including construction of \$34M schools in Batavia and Eaton, OH, and multiple buildings for regional colleges.
- **Collaborated with other construction firms in strategic alliances to obtain access to larger projects.**
- **Drove new business via conceptualization and implementation of comprehensive marketing strategy** including trade shows, marketing collateral, rebranded web site, and printed materials.

Division Manager – Cleveland Branch (2003–2007)

Appointed by President to establish new branch operation in Cleveland, OH. Oversaw P&L and hired project managers, construction personnel, and administrative staff. Developed marketing relationships and partnerships with area architects, community chambers of commerce, and local contractors. Managed field construction, with responsibility for team of Project Managers.

- **Grew Cleveland branch from inception to \$7M+ in annual revenues**, securing diverse portfolio of new construction and renovation projects.
- **Oversaw the construction of \$300M in projects**, including build-outs of several schools and other educational institutions. Directed projects from beginning through punch lists and signoff.

Senior Project Manager (2000–2003)

Project Manager (1998–2000)

Promoted to direct business operations and guide engineering and contractor teams in construction projects. Evaluated, bid, and secured contracts, and assigned and managed projects through full life cycle. Partnered with property owners, government agencies, and officials to develop effective relationships.

- **Managed work on a variety of commercial, residential, and institutional projects.**
- **Developed high-potential Assistant Project Managers team members into Project Management roles** through mentoring, coaching, and applied learning.

ADDITIONAL RELEVANT EXPERIENCE

KZA DESIGN INC.: Cincinnati, OH

Project Architect

THE FWA GROUP PA: Hilton Head Island, SC

Project Architect

EDUCATION & AFFILIATION

UNIVERSITY OF CINCINNATI: Cincinnati, OH

Bachelor of Science Degree in Architecture

SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME): Active Member